



COMPETITIVE
RESOURCES

60 Church Street, Suite 2
Phone: 203.774.0833
Email: shastie@cri-energy.com

Scott Hastie
Regional Manager

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Good Morning Senator Fonfara, Representative Nardello, and members of the Energy and Technology Committee.

My name is Scott Hastie and I'm a resident of Cheshire and an employee of Competitive Resources, Incorporated better known as CRI. Our company, based in Yalesville, recently celebrated our fifteenth year of providing residential weatherization services in Connecticut. During these years of service, the primary focus of all non-limited income programs has been on homes that are heated with electricity or natural gas with the exception of the last two years where ARRA money was utilized for consumers with oil or propane heating systems.

To say that previously ignoring the homes using fossil fuels for years has been a missed opportunity for the State would be an understatement. For example, recent numbers presented by CL&P indicate that roughly 62% of the participants in the Home Energy Solutions (HES) utilized deliverable fuels. With the last of the special funding for these customers anticipated to run out by mid-May, we will have no choice but to ask them for higher co-pay for service if we are to bring HES to them. Based on our previous experience of a few years ago, when a \$300.00 co-pay was in place, I believe we will see our lead intake trickle to next to nothing.

With this anticipated lack of demand, I foresee an inability to keep our field crews working at current capacity. In fact, if the numbers hold true, we would see nearly two thirds of our staff getting laid off. My company has invested significant resources in our team members to ensure that they possess the proper certifications and have gained the experience necessary to deliver the excellent level of service that the utility administrators and the State of Connecticut expect the established vendor base. I also think that once a person in this field is out of a job, he or she will seek employment in other states, particularly Massachusetts, where the programs are "fuel blind" and there is a need for experienced and well trained personnel. I would hate to see our investment be lost in that manner.

As you may recall from the hearings on SB 415 last week, one of our company principals, Doug Cahill, detailed the electric savings and social benefits that directly result when customers with oil or propane heat take advantage of the HES services. We are hoping that the consideration being given to the elimination of the current cap on spending for deliverable fuels under SB 450 will receive your support and be moved to the legislature for action. The direct benefits from this action will not only save energy and reduce pollution but you will protect jobs and send a strong message that you support the Governor's ambitious energy efficiency goals.

By the way, those goals, which are currently being fine tuned, will ultimately lead to the creation of many more good paying green jobs in our field. However, without the direct involvement of the oil and propane users, any goals set will not be met. The only way to secure their participation is to offer the HES services at the same reasonably priced co-pay levels.

I'm representing 45 other CRI employees who would love to be here in support of SB 450 but are currently providing the services they love to bring to the people of our State. You'll, no doubt, be getting messages and phone calls encouraging you to act on their behalf in the next few days. I hope you'll do so. Thank you for your time.

Sincerely,

Scott Hastie